

## Realtor Recommends Using Holiday Spirit to Sell a Home at Year End

*by Bend Weekly News Sources*

For homeowners looking to sell their house before the end of the year, Coldwell Banker Barbara Sue Seal Properties provides tips for success. According to the RMLS, 8,720 homes were sold between November 2005 and January 2006 in the Portland/Vancouver metropolitan area, dispelling the myth of a slowdown in home sales during the holiday season. These three months can be especially crucial for transferees, many of whom need to be in new homes at the start of the new year.

The real estate professionals at Coldwell Banker Barbara Sue Seal Properties offer the following tips to help sellers maximize their home's charm and allure during the holidays:

**Increase Curb Appeal:** First impressions are critical. Remove any late fall leaves, and ensure the path to the stairs is free of ice. Put up a few exterior holiday lights and decorations to display seasonal tidings and pride in ownership. Do not overdo the lighting. Keep it tasteful and consistent with the rest of the neighborhood. A holiday welcome mat outside the front door is also a nice touch.

**Keep the House Warm and Welcoming:** December and January can be very cold, so make sure the home is warm and cozy. If the house has a fireplace, light a fire to bring the room to life and enhance the ambience. Bake holiday cookies and treats to give the home an enticing aroma.

**Decorate the Interior:** It is important not to overwhelm home shoppers with dramatic displays of holiday cheer, so be conservative with holiday decorations. Decorate to accentuate the house, not to eclipse it. Tasteful decorations will help connect buyers to the home, remind them of pleasant memories and help them imagine their own holiday celebrations there.

About Coldwell Banker Barbara Sue Seal Properties Since 1906, the Coldwell Banker® organization has been the premier provider of full service real estate. The Coldwell Banker system has more than 4,000 residential and commercial real estate offices with more than 127,700 sales associates globally. The company is an industry leader in residential real estate, new homes and luxury properties. For the past 20 years, this legacy of success has been carried on in the Northwest by Coldwell Banker Barbara Sue Seal Properties. With locations throughout the Portland/Vancouver and Seattle metropolitan areas, Coldwell Banker Barbara Sue Seal Properties had the highest productivity of any Coldwell Banker affiliate for three years running. The company consistently ranks among the Top 25 Real Estate Companies in the nation as cited by Realtor Magazine and National Relocation & Real Estate Magazine.